

## Message Text

UNCLASSIFIED

PAGE 01 DOHA 00716 170639Z

20

ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W  
----- 065015

R 170450Z JUN 75  
FM AMEMBASSY DOHA  
TO SECSTATE WASHDC 0575  
USDOC WASHDC

UNCLAS DOHA 0716

E.O. 11652: N/A

TAGS: BEXP, QA

SUBJ: MAJOR PROJECT: PREFABRICATED HOUSING PLANT

1. PROMINENT LOCAL FIRM INTERESTED IN FORMING JOINT VENTURE WITH MANUFACTURER OF PREFABRICATED HOUSING UNITS, PREFERABLY US. PLANT WOULD BE LOCATED NEAR DOHA. OWNER OF LOCAL FIRM SAID HE THINKING IN TERMS OF 30 PERCENT EQUITY HOLDING BY FOREIGN PARTNER ALTHOUGH EXACT AMOUNT NEGOTIABLE. HE STRESSED THAT IMPORTANT THING IS FOR FOREIGN FIRM TO HAVE INTEREST IN VENTURE RATHER THAN SIMPLY PROVIDING PLANT FOR FEE. HE NOTED THAT HE HAD BEEN IN CONTACT WITH NUMBER OF US MANUFACTURERS OF PREFABRICATED HOUSING IN PAST YEAR, BUT NONE WERE INTERESTED IN JOINT VENTURE (BULK OF THESE CONTACTS GENERATED THROUGH USDOC ASSISTANCE).

2. OWNER OF FIRM SAID HE LOOKING FOR CONCRETE PREFABRICATION SYSTEM ESPECIALLY DESIGNED FOR HOT CLIMATES (SUMMER TEMPERATURES IN QATAR REACH 120 DEGREES). HE STRESSED THAT WALLS SHOULD BE REASONABLY THICK AND WELL INSULATED, BOTH AGAINST HEAT AND NOISE. HE SAID THAT HE VERY IMPRESSED BY GERMAN SYSTEM HE HAD SEEN, BUT PRICE TOO HIGH.

3. COMMENT: OWNER DID NOT MAKE COMMITMENT ONE WAY OR OTHER, BUT FOREIGN PARTNERS TO JOINT VENTURES IN QATAR NORMALLY ACQUIRE EQUITY IN VENTURE BY PROVIDING EQUIPMENT, MANAGEMENT AND TECHNICAL EXPERTISE RATHER THAN DIRECT CASH INPUT. AS WE UNDERSTAND IT, PURPOSE OF PREFABRICATION PLANT HERE WILL BE TO MEET GROWING DEMAND FOR HOUSING BY MIDDLE AND UPPER INCOME EXPATRIATES  
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COMING TO QATAR TO TAKE PART IN VARIOUS PROJECTS. THEREFORE,

PROCESS GEARED TOWARD LOW COST HOUSING NOT LIKELY TO FIND READY  
ACCEPTANCE.

4. ACTION REQUESTED: REQUEST USDOC INFORM US FIRMS OF THIS JOINT  
VENTURE OPPORTUNITY. INTERESTED COMPANIES SHOULD CONTACT MR.  
OMAN AL MANA, PO BOX 491, DOHA, QATAR, TELEX: 4221 DH.  
PAGANELLI

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 17 JUN 1975  
**Decaption Date:** 01 JAN 1960  
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**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
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